Cisco-Westcon Group-WSC

Expand your Business Opportunities with the Cisco Integrated Services Routers

Speakers:
Britt Heaps, Regional Sales Manager, Westcon
Mahbubul Alam, Business Development Manager, Cisco
Don Ochoa, Wireless Services Center (WSC)

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Agenda

Expand Business Opportunities with 3G HWIC

- Webinar Overview, Logistics – Errol Hayward, Marketing Mgr, Cisco
- Westcon Group
  - Westcon Group Partner Support Services
    - Britt Heaps, Westcon Group
- Cisco 3G High-speed WAN Interface Card
  - Technology, Applications, Bundles, How to Sell
    - Mahbubul Alam, Business Development Manager, Cisco
- Wireless Services Center
  - 3G HWIC Activation Program
    - Don Ochoa, Wireless Services Center (WSC)
- Q&A – All
- iPOD Touch Giveaway

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Take-Aways

- Information on How to Sell ISRs and New Bundles
- New Business Opportunities
- Quick and Easy Activation

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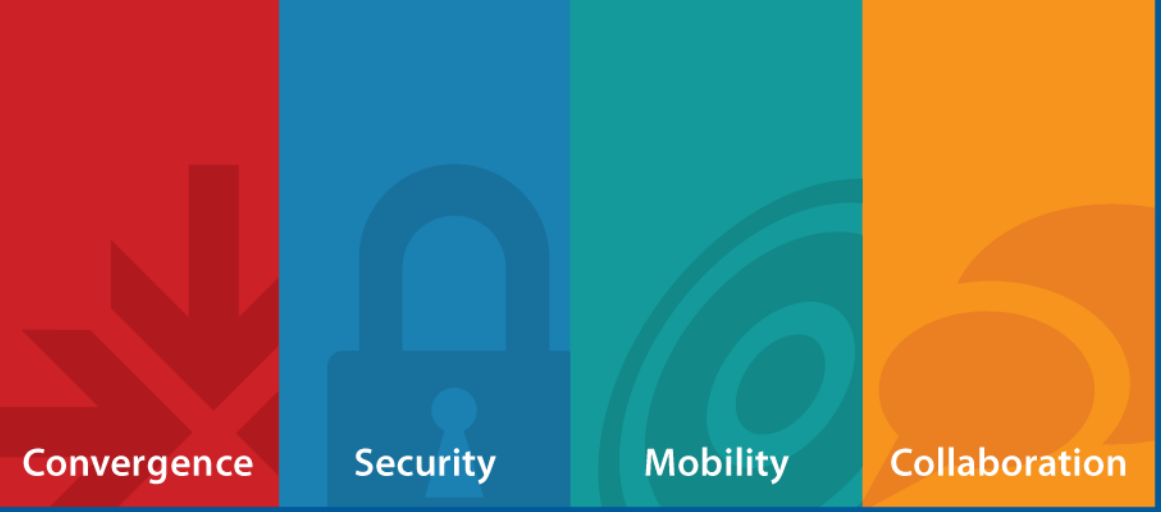


westcon™
a Westcon Group company

Programs and Services Overview

Vision | Mission | Value Proposition

- Vision: We believe that building and enabling unique and effective routes to high growth advanced technology markets is key to ensuring fundamental growth for customers and manufacturers. We achieve this through recruitment, retention and delivering ongoing value to best-of-breed and best-in-class vendors, customers and employees

- Mission: We support your business by providing products, selling tools, technical, integration and financial services, market and technology expertise and an environment to enable you to more efficiently and profitably sell **solutions** to your end customers.

- Value Proposition: We are the world's leading specialty distributor in networking, security, mobility and convergence. We provide the most effective route to market for our vendors, the highest levels of support to our customers and through our success and growth, the industry's best employee experience.

WestconGroup vs. Broadline Distribution

	WestconGroup	Broadline Distribution
Number of Core Vendors	**4-6**	Numerous
Number of OEMs (Core)	**10-12**	2,000 +
Account Management Approach	**Core vendor-driven and mapped to vendor geographies** **Dedicated Account Managers**	Team based with pooled random support
Sales Force Certifications	**Vendor Sales Certifications**	N/A
Advanced Technology Focus	**Dedicated Advanced Technology focus**	Pooled tech teams that support multiple OEMs
Non-Core OEM Strategy	**Key partners that drive a true solution (i.e. IPcelerate, RSA, Trend Micro)**	Line card focused

Westcon Group TECHNICAL SERVICES

PRESALES

- Conference call support for discussions with the reseller/end user about product or design with certified network engineers with many years of industry experience.

POSTSALES

- Staging services to insure against DOA equipment & to provide proper code upgrades and installation of modules.
- 4 hour and up time blocks of technical support to resellers during configuration and installation of equipment.
- Installation and configuration services for locations outside of the resellers area of business operations or for equipment beyond their in house technical abilities.
- Installation services for large rollouts that involve geographically dispersed sites that need turn up over a short period of time.
- UC500 configuration assistance service

STOP
CISCO 3G HWIC ACTIVATION REQUIRED
Each 3G card must be activated on a wireless carrier network prior to installation

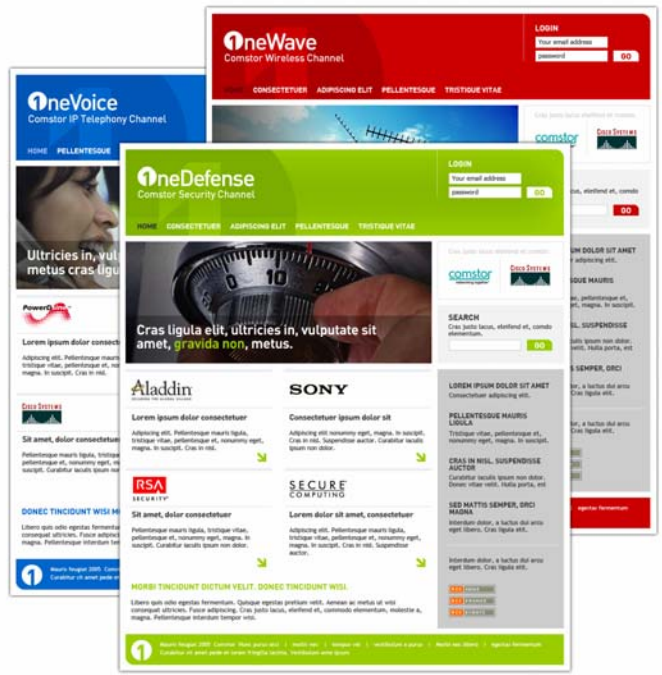
Solution Program Philosophy

- A complete portfolio, that will enable the reseller to become a “trusted business advisor” for this customers
- Complete solutions, which a reseller should offer to be successful. If not, they might risk leaving money on the table or losing deals.
- Finding and managing the right solutions partner can be a complex task, which diverts the reseller from their primary sales, services and support activities.

OneDefense

OneWave

OneVoice



Solution Program Elements

- How-to-Sell Guides: mini-sales guide highlighting the vendor solution and key benefits.
- Multi-Vendor Solutions Guide: multi-vendor business case to address end-user challenges in a certain vertical market with a proven solution.
- Program Brochure: program overview, benefits and participating vendors.
- Solutions Handbook: a global, hardcopy Comstor version of the Cisco Quick Reference Guide, completed with How-to-Sell guides. 9,000 copies, shipped twice a year.

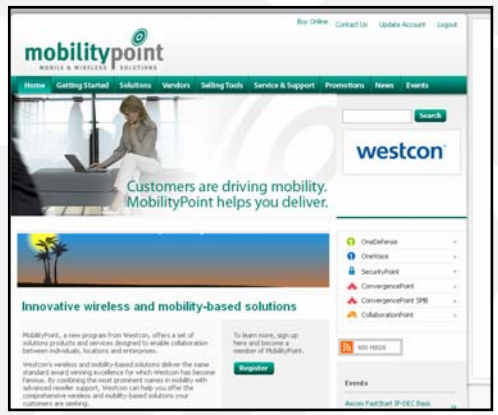
Solution Program Elements – Partner Enablement

- Current Analysis: market intelligence, industry data and product analysis across multiple technology categories, to help the reseller gain a competitive advantage in a sales situation.
- Events for resellers: A complete range of events are organized for resellers throughout the year. These can be technology-oriented (workshops and hands-on sessions), as well as sales –oriented (seminars and coffee clubs).
- Training for resellers
  - FutureTrack: seminars to provide multi-vendor information and demonstrations
  - TeleTrack: on-line audio training sessions covering technology and solutions
  - WebTrack: internet-based training sessions supported by a live presentation
  - FastTrack: technology-based trainings to help the reseller to get up to speed on how to sell and deploy vendor solutions. FastTracks can also be complete certification / accreditation plans.

Current Analysis
Industry Intelligence Now!
Get the competitive intelligence you need to close deals quickly and win more business! Use Current Analysis.
January 3, 2007
Critical Path Company Assessment
More Info
Sign-Up

Westcon Group - MobilityPoint

- The MobilityPoint program is built upon a collection of the industry's leading mobility and wireless communication technologies.
- This collection of products, combined with Westcon's professional services, delivers a powerful, comprehensive, flexible business solution-based offering that gives you a compelling mix of technologies and support resources to draw upon.
- us.mobilitypoint.westcon.com



RESELLER BENEFITS

- A range of complete programs that support end user selling process
- Access to unique material, tools, information and training that makes “higher profit margin solution based consultative selling” a reality
- Making resellers more competitive by sales development and sales support, training and marketing programs
- Faster identification of business opportunities in high-growth markets
- Pre and Post Sales Technical Support
- Competitive market analysis and reports
- Additional leverage and business efficiency by procurement, inventory management, staging and delivery.
- Financing options, including joint PO, 3rd party financing, & special financing for SMB and Enterprise accounts.

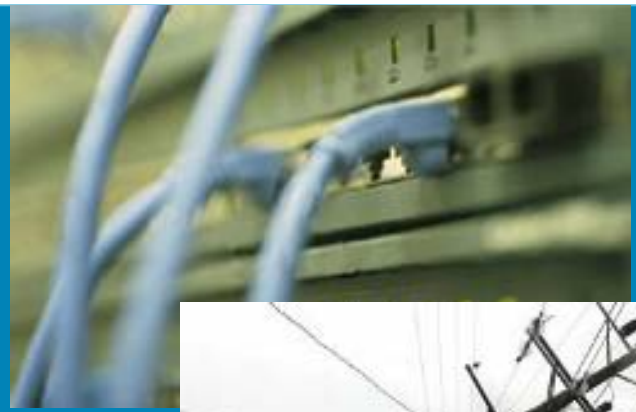
Expand Your Business Opportunity with the Cisco 3G Integrated Services Routers

Mahbubul Alam
Business Development

June 4, 2008

Why do Businesses Need 3G Wireless WAN Access?

- As the "on-demand" economy grows and E-commerce flourishes, the network is the life-line
- Network downtime not only means loss of productivity, but also loss of revenue, opportunities and damage to the reputation of the business
- In many instances of network failure, businesses run the risk of losing both primary and backup wireline connections
- Multi-path backup scenarios are important to provide higher availability and access
- Businesses are also seeking newer technology and lower cost in network connections

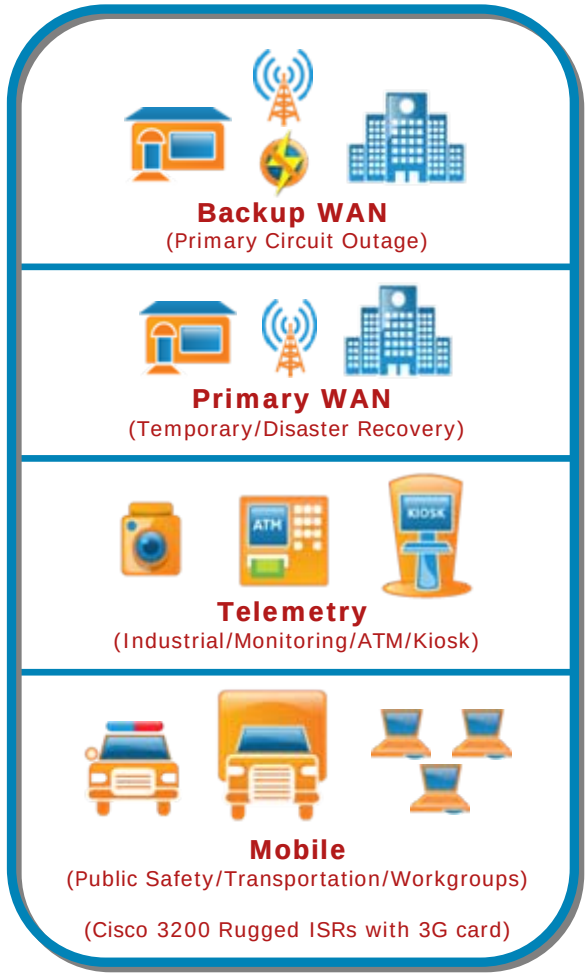


With convergence of voice, video and data over IP, Enterprises are seeking WAN solutions that offer highest resilience and cost efficiency.

Wireless WAN Connectivity Service

Solutions to Meet Business Requirements

- **Challenges:**
  - To get connectivity where and when needed
  - To maintain reliable network connectivity
  - To build a cost effective solution
- **Wireless WAN Connectivity provides:**
  - Diverse, cost-effective backup for data applications
  - Good ISDN alternative for T1/E1 backup
  - Quick deployment for new applications, remote locations, or mobile workers
  - Consistent network connectivity
  - Primary connectivity for low-bandwidth / telemetry applications
  - Devices to meet specific application needs



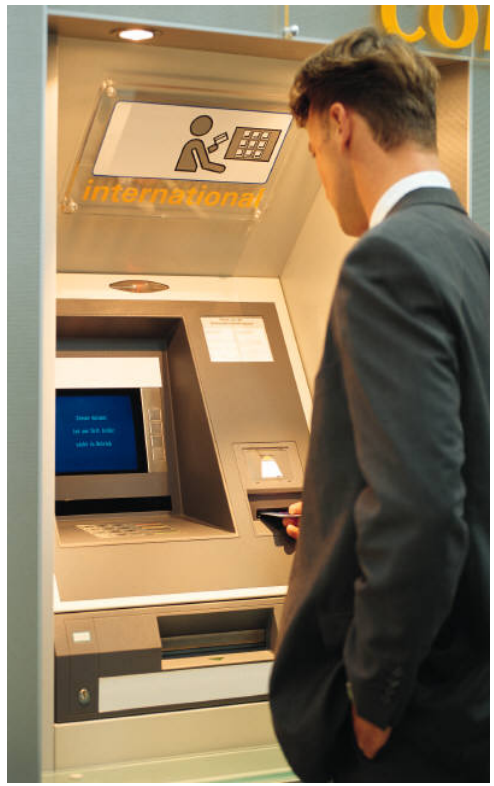
Cisco Cellular Wireless WAN enabled ISRs provides customers the benefit of integrated wireless and wireline primary and backup connectivity solutions

3G Wireless WAN Typical Applications

- **Reliable, resilient WAN Backup**
  - – Network outages, Disaster recovery
  - – True alternative to local loop
- **Portable Deployment**
  - – Instant branch connectivity for temporary or new sites
  - –Temporary connectivity for Nomadic Sites
  - – Kiosks, construction trailers, mobile banks
- **Primary Data Connection**
  - – Store-in-store, smaller retail stores, ATM connectivity, gas stations, telemetry applications
- **Alternative where there is no fixed wireline**
  - – (FR, DSL, cable, ISDN)
- **Wireless Last Mile (Wireless local loop)**
  - –Extend broadband connectivity to remote locations

Case Study: Financial Services

Overview: A large bank needed a more efficient wireless automated teller machine network – to speed installation and implementation of machines, to serve customers at non-traditional locations, to cut costs, all without compromising on customer service.



Solution: Using the wireless carrier's broadband mobile network with additional security, the bank replaced fixed line frame relay with 3G broadband and began a methodical implementation across the automated teller network.

Benefits: Today the bank no longer waits for a local phone company to install a landline to the machine, speeding the deployment and driving down costs. With wireless carrier's broadband mobile network and the Cisco HWIC, the bank is now more agile, efficient and responsive to customers.

Case Study: Retail

Overview: A major specialty retailer was challenged with staying on schedule opening new stores and to have a solution to bring their store back on line quickly in the case of a disaster

Solution: The retailer used Cisco 3G HWIC with wireless carrier's broadband mobile service for all new store openings to remove the delay and uncertainly from traditional wireline activations. They also maintained the wireless connection for diverse network in the case of a disaster or wire line outage. The highly successful solution had the added benefit of being easy and cost effective to replicate for additional stores.

Benefits: As a result the retailer has increased on time store openings and reduced the monthly costs of traditional wireline connections.

Case Study: Construction

Overview: A construction company setting up a work site needed to tighten timelines right from the start. They could not afford to wait for the phone lines that would connect the construction trailer to headquarters and they needed immediate connectivity for the site manager's computer.

Solution: Using the 3G HWIC, the construction company was able to connect the site trailer immediately and provide any computer with a wireless card connectivity to the wireless carrier's broadband mobile network

Benefits: The job came in on time and under budget – making for a satisfied customer and successful project.

3G HWIC Solves 3 Key Business Needs

Business Continuity
Seamless, Multi-path and Cost Effective WAN Backup services.
ISDN Replacement and Bundling with Wireline Primary.

Business Agility
Rapid Network Deployment package for new branch office/stores, construction sites and nomadic locations.

Business Portability
Network Infrastructure in a box for Kiosks, ATMs, Store-in-a-Store, etc. ISR bundle with security/WAN Optimization.

Converged Management

Extending the Empowered Branch to the 3G Network Edge

Integrated Security

3G Application Integration

Cisco 3G HWIC - Modular ISR Platforms

1841, 1861, 2800 Series, 3800 Series

Cisco 3G HWIC Supported platforms

Performance and Services Density

WAN Aggregation

7600 Series

7200 Series

Feature Breadth and Scale at Highest Performance

3800 Series

INTEGRATED SERVICES ROUTERS

High Density and Performance for Concurrent Services

2800 Series

Embedded, Advanced Voice, Video, Data and Security Services

1800 Series

800 Series

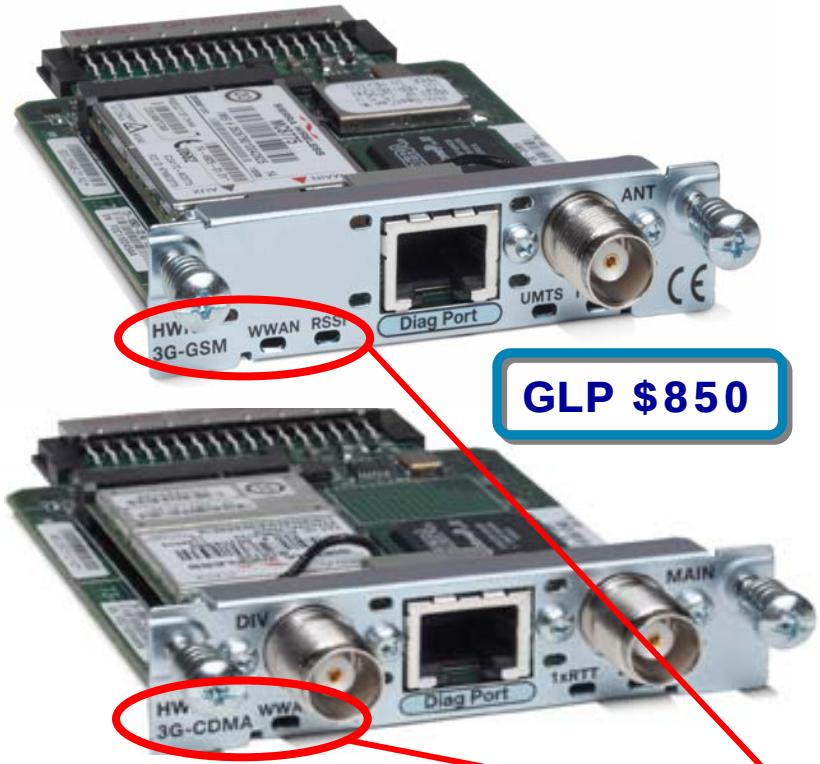
Embedded Wireless, Security and Data

Head Office	Branch Office	Small Branch	SMB	Small Office and Teleworker

Integrated Services Routers: ISRs

Cisco 3G Wireless WAN HWIC

The Cisco 3G Wireless WAN HWIC provides a cost-effective alternative to ISDN dial back up and provides Business Continuity for critical applications



GLP $850

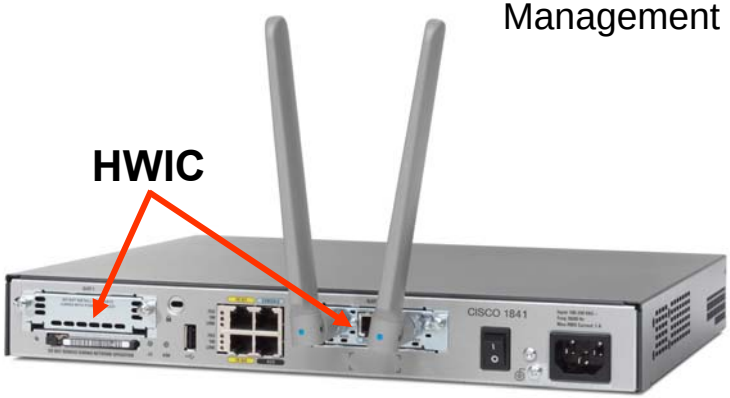
- **Enterprise-class 3G broadband cellular/wireless WAN interface card**
- **Broadband speeds with peak data rate downlink of 3.6/3.2Mbps and uplink of 1.8 Mbps/384 Kbps**
- **Offers Broadband data rates (Typical 600-1400 Kbps downlink / 220-600 Kbps uplink)**
- **True multi-path back-up solution**
- **Primary data connection**
  - Rapid deployment
  - Portable businesses
- **Supports GSM and CDMA Standards**
  - HSDPA and backward compatible to UMTS, EDGE and GPRS
  - EVDO Rev A and backward compatible to EVDO Rev 0 and 1xRTT

Per ISR multiple 3G HWICs are supported for bandwidth aggregation, load balancing and multi-homing thus improve further network resilience

Cisco 3G Wireless WAN HWIC

A Closer Look & Accessories

HWIC



Cisco 1841 with 3G HWIC

Diagnostics and Monitoring Port for Industry Standard Management Applications

Antenna Connectors Support Multiple Remote Antenna Options

LED Indication for HWIC Status RSSI, and Service Connectivity Allowing Visual Troubleshooting

Dipole Antenna

Dipole on Cradle with 15 feet cable

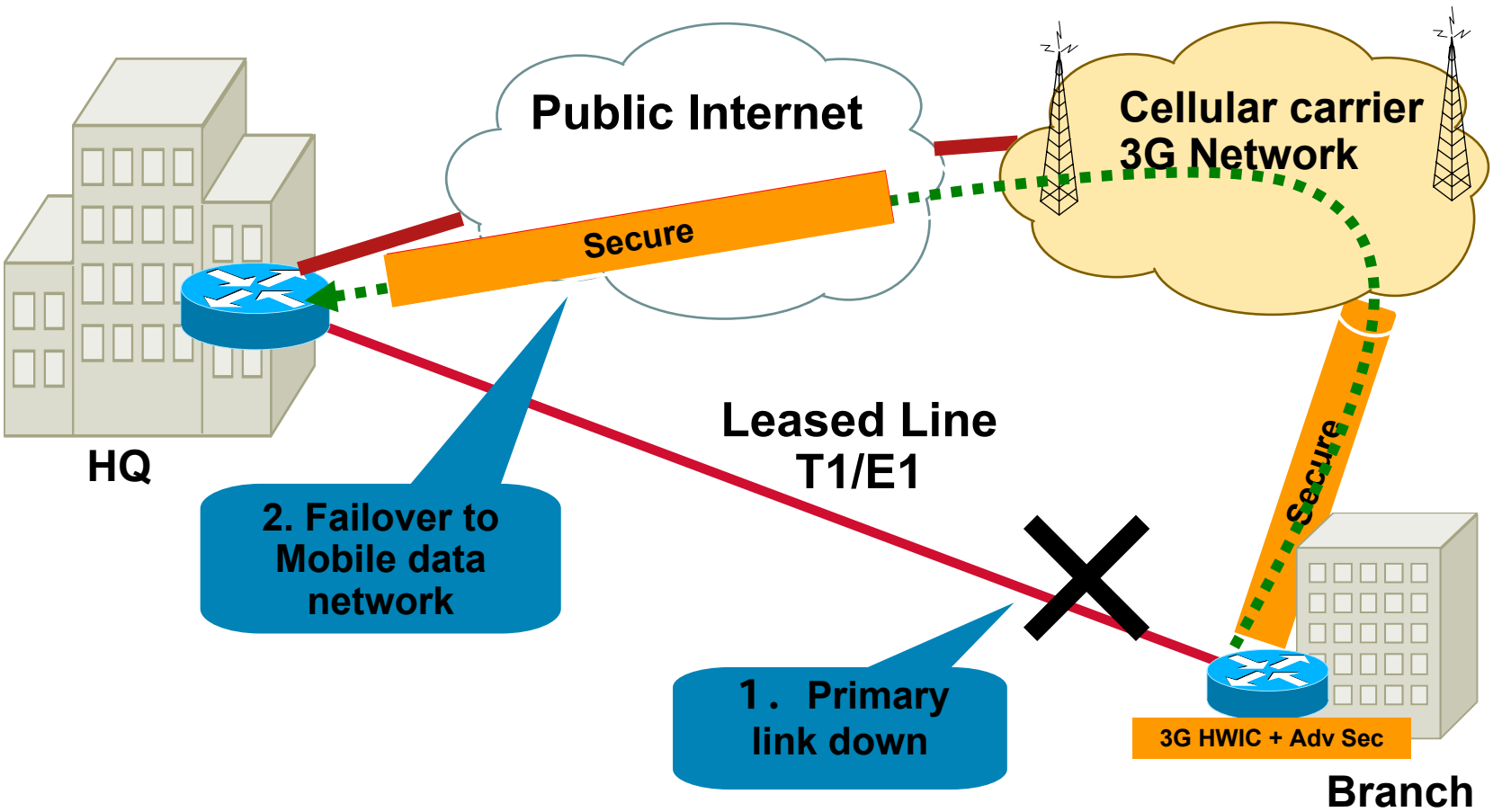
Antenna LMR 400 20/50 ft Cable

Antenna Accessories:
Multi-Band Dipole Antenna
Remote cradle with 15ft Cable
Multi-Band Omni Ceiling Mount Antenna

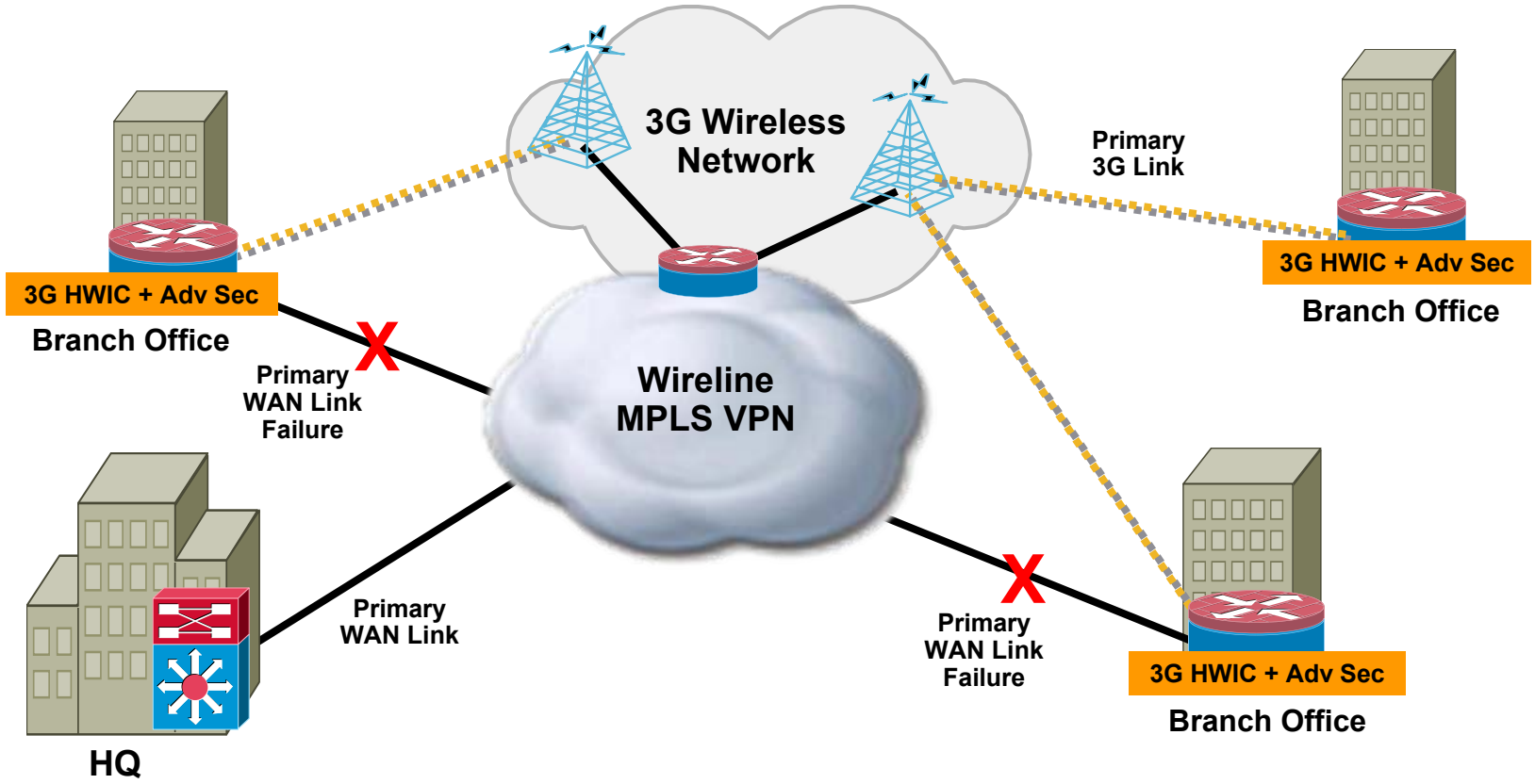
Ceiling Mount

Secure 3G Mobile Data Service for WAN Backup

- Cellular network backup with primary leased line
- Use a combination of the cellular network and a different VPN service for backup using secure 3G-ISR bundles



Converged Wired & Wireless Services Using 3G Enabled ISRs



Business Continuity & Broadband Alternative for Predictable Business Services

Security Complements 3G Offerings

1. **3G Data Access:** Utilize 3G network for high speed data access. Ideal for 3G/Wi-Fi hotspot coverage.
2. **Secure 3G Data Access:** Secure 3G data connection from remote location to enterprise through IPSec tunnel. Multiple IOS security features protect the privacy of end-user data.
    - In a hub and spoke topology remote/branch offices are connected to HQ over T1/E1, FR or MPLS. Typically security features are implemented at HQ. When primary connectivity to remote/branch office is disrupted, there is a need for secure 3G data connection to HQ.
3. **Secure 3G Network Services:** Offered as secure primary and backup 3G services
4. **Secure Converged Wired & Wireless Services:** Services with primary link as MPLS VPN and backup service over 3G network connect back to MPLS VPN cloud.

40+ Certified Service Providers Worldwide

Belgium - Proximus
Germany, Austria, Croatia, Czech Republic, Hungary, Macedonia, Montenegro, UK– T-Mobile
Finland – Elisa
France – Orange Business Services
Italy – Wind
Lithuania – Bite
Mexico - Movistar, Telcel
Netherland – Vodafone, KPN, T-Mobile
Poland - Telekomunikacja Polska
Portugal – Vodafone
Spain – Telefonica Moviles, Orange, Euskatel
Switzerland – Sunrise
Slovakia – T-Mobile
Turkey – Turkcell
UK- Vodafone

Saudi Arabia – Mobily, Saudi Telecom
Kuwait – Watanya, Zain
Qatar - Qtel

Australia – Telstra
New Zealand - TNZ

USA - AT&T, Sprint, Verizon
Canada – Bell Mobility, Telus

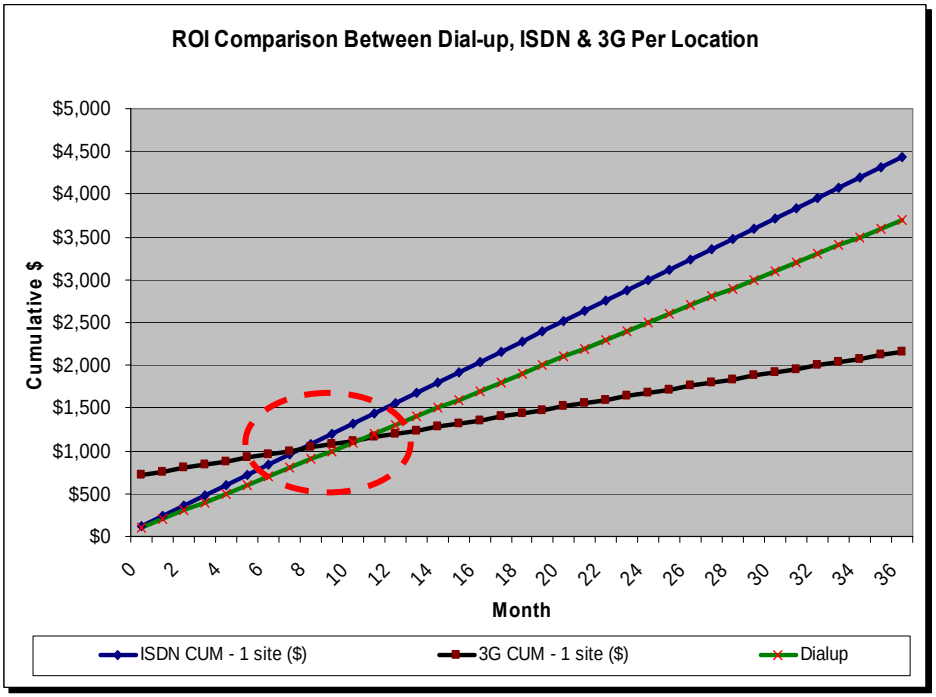
South Africa - Vodacom & MTN

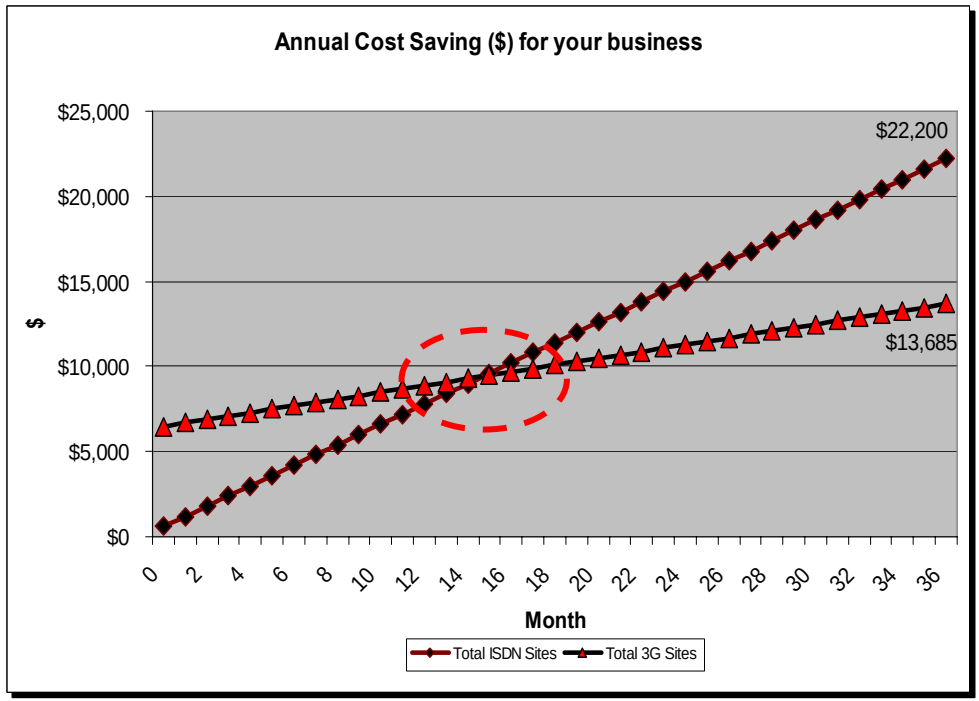
Globally shipped over 20K units – Faster than DSL and Cable HWICs

3G can Effectively Compete with Satellite, ISDN and Frame Relay

Alternate Technologies	Cellular (3G)	DSL	Satellite	ISDN	Frame Relay
Installation Cost	**Low**	Low	Med	Low	Med
Monthly Charges	**$20-$100**	$50-$300	$100-$999+	$120	$250-550
SLA	**No**	No	Avail	No	Yes
Time to Install	**Minutes**	Days – Weeks	Days – Weeks	Days – Weeks	Weeks
Latency	**med**	Low	Highest	Low	Low
Service Coverage	**Good**	Fair	Excellent	Ubiquitous	Fair
Performance (download)	**600 Kbps – 1. 4 Mbps**	384 Kbps - 2.3 Mbps	1.5Mbps - 6 Mbps	128 Kbps	56 – 512 Kbps

ROI & Cost Savings for Businesses with 3G-ISRs





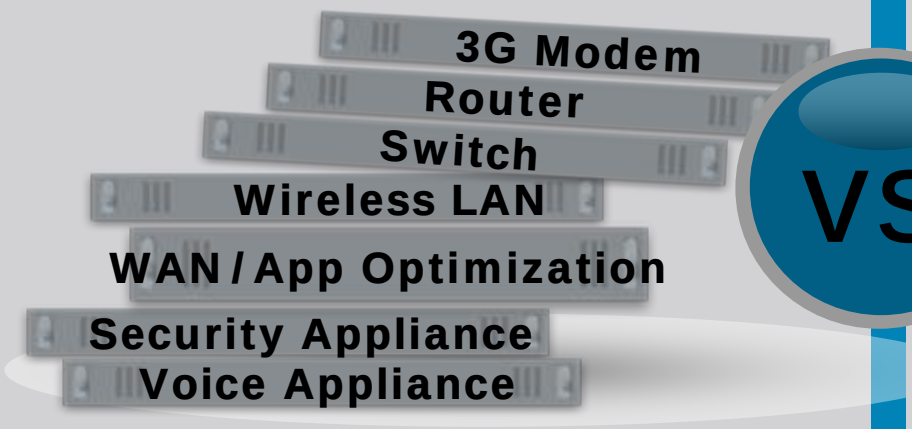
3G HWIC (card + monthly charges) offer ROI in months when compared to ISDN and dial-up connections

Huge cost savings for business with 5 locations when its migrate from ISDN to 3G-ISR router plus monthly charges

Market Acceptance of Integrated Services

Cisco Integrated Services Router

Overlay Appliances



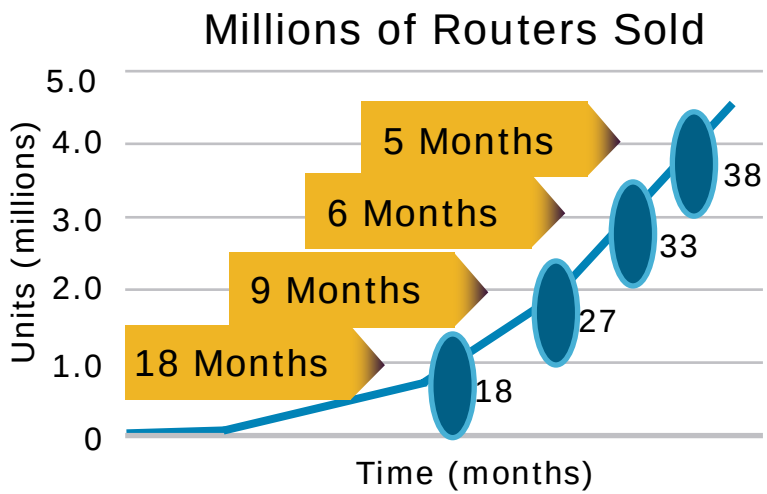
VS.

Integrated Services Router

Cisco ISR 28xx or 38xx

With Voice, Wireless, Video, WAN Optimization, Switch

- **Operational efficiency (70% lower Opex)**
- **Services consistency (branch ↔ HQ)**
- **Guaranteed interoperability**
- **Investment protection**



4 Million Installed Based ISRs and 2.5 Millions of EoL Access Routers

Small / Medium Business Access

Cisco Integrated Services Router

Full Unified Communications Solution

- Communications Manager Express
- Survivable Remote Site Telephony - SRST
- Cisco Unity Express—now includes IVR

Comprehensive Security

- IPSec VPN acceleration
- Firewall, IPS, SSL-VPN, GET-VPN, DM-VPN, ..

Centralized / Decentralized Management

- Managed Voice, Security, SIP, ...

Integrated Application Services

- WAN Optimization
- Integrated Video Surveillance
- Application Intelligence for Custom Services

Comprehensive Routing and QoS

Small / Medium Business Access

Cisco Integrated Services Router

Empowering business customers with the tools to be a successful in Connected Life economies

Yesterday's SMB	Today's Empowered SMB
Aging, Disparate Data / Voice Networks	Unified Voice / Data / Video Network Platform
Saturated WAN, Poor Response Time	Optimized WAN, Accelerated Applications
Blended Security Threats, Compliance	Self Defending Networks
Limited Mobility, Limited Disaster Recovery	High Availability, Unified Wireless—Wireline Business
Inconsistent Branches and Branch-HQ solutions	Consistent Branches and Branch-HQ Services

Cisco 3G HWIC, Accessories & 3G-ISR Bundles

San Francisco

Pricing for 3G HWIC, Antennas & Cables

Part Number	Carrier	List Price	Description
HWIC-3G-GSM (incl. 3G-ANTM1919D)	AT&T	$850	3G Wireless WAN HWIC Supporting HSDPA, UMTS, EDGE & GPRS
HWIC-3G-CDMA-S (incl. 3G-ANTM1919D)	Sprint	$850	3G Wireless WAN HWIC Supporting Sprint's CDMA2000 EDVO Rev A, Rev 0, 1xRTT
HWIC-3G-CDMA-V (incl. 3G-ANTM1919D)	Verizon	$850	3G Wireless WAN HWIC Supporting Verizon's CDMA2000 EDVO Rev A, Rev 0, 1xRTT
3G-ANTM1919D	All	$25	Multiband swivel mount dipole antenna. Faceplate mount
3G-ANTM1916-CM	All	$275	Multiband Omni-directional antenna. Ceiling mount
3G-AE015R	All	$125	15 feet antenna extension cable with cradle
3G-CAB-ULL-20	All	$275	20 feet (6 m) Ultra Low Loss LMR 400 cable with TNC Connector
3G-CAB-ULL-50	All	$550	50 feet (15 m) Ultra Low Loss LMR 400 cable with TNC Connector

Cisco 3G-ISR & Secure 3G ISR Bundles

Bundle SKU IDs	Carrier	Descriptions	List Price
C1841-3G-G (3G Bundle)	AT&T	Cisco 1841, HWIC-3G-GSM, 64MB FL /128MB DRAM, IP Base	$2,095
C1841-3G-S (3G Bundle)	Sprint	Cisco 1841, HWIC-3G-CDMA-S, 64MB FL /128MB DRAM, IP Base	$2,095
C1841-3G-V (3G Bundle)	Verizon	Cisco 1841, HWIC-3G-CDMA-V, 64MB FL /128MB DRAM, IP Base	$2,095
C1841-3G-G-SEC/K9 (Secure Bundle)	AT&T	Cisco1841, HWIC-3G-GSM, 64MB FL /256MB DRAM, Adv Security	$3,050
C1841-3G-S-SEC/K9 (Secure Bundle)	Sprint	Cisco1841, HWIC-3G-CDMA-S, 64MB FL /256MB DRAM, Adv Security	$3,050
C1841-3G-V-SEC/K9 (Secure Bundle)	Verizon	Cisco1841, HWIC-3G-CDMA-V, 64MB FL /256MB DRAM, Adv Security	$3,050
C2811-3G-G-SEC/K9 (Secure Bundle)	AT&T	Cisco 2811, HWIC-3G-GSM, 64MB FL /256MB DRAM, Adv Security	$3,950
C2811-3G-S-SEC/K9 (Secure Bundle)	Sprint	Cisco 2811, HWIC-3G-CDMA-S, 64MB FL /256MB DRAM, Adv Security	$3,950
C2811-3G-V-SEC/K9 (Secure Bundle)	Verizon	Cisco 2811, HWIC-3G-CDMA-V, 64MB FL /256MB DRAM, Adv Security	$3,950

3G HWIC Resources

- **Product Page on cisco.com:**
  - http://www.cisco.com/go/3g
- **3G HWIC Software Configuration Guide:**
  - http://www.cisco.com/en/US/products/ps6706/products_feature_guide09186a0080802d77.html
- **3G HWIC Hardware Installation Guide:**
  - http://cisco.com/en/US/products/hw/modules/ps2641/products_module_installation_guide_book09186a0080692b21.html
- **VODs and How To Sell Resources at Cisco Partner Central:**
  - http://www.cisco.com/web/partners/sell/technology/routing/announcements/enzo.html

For questions, email cs-3g@cisco.com

Q & A

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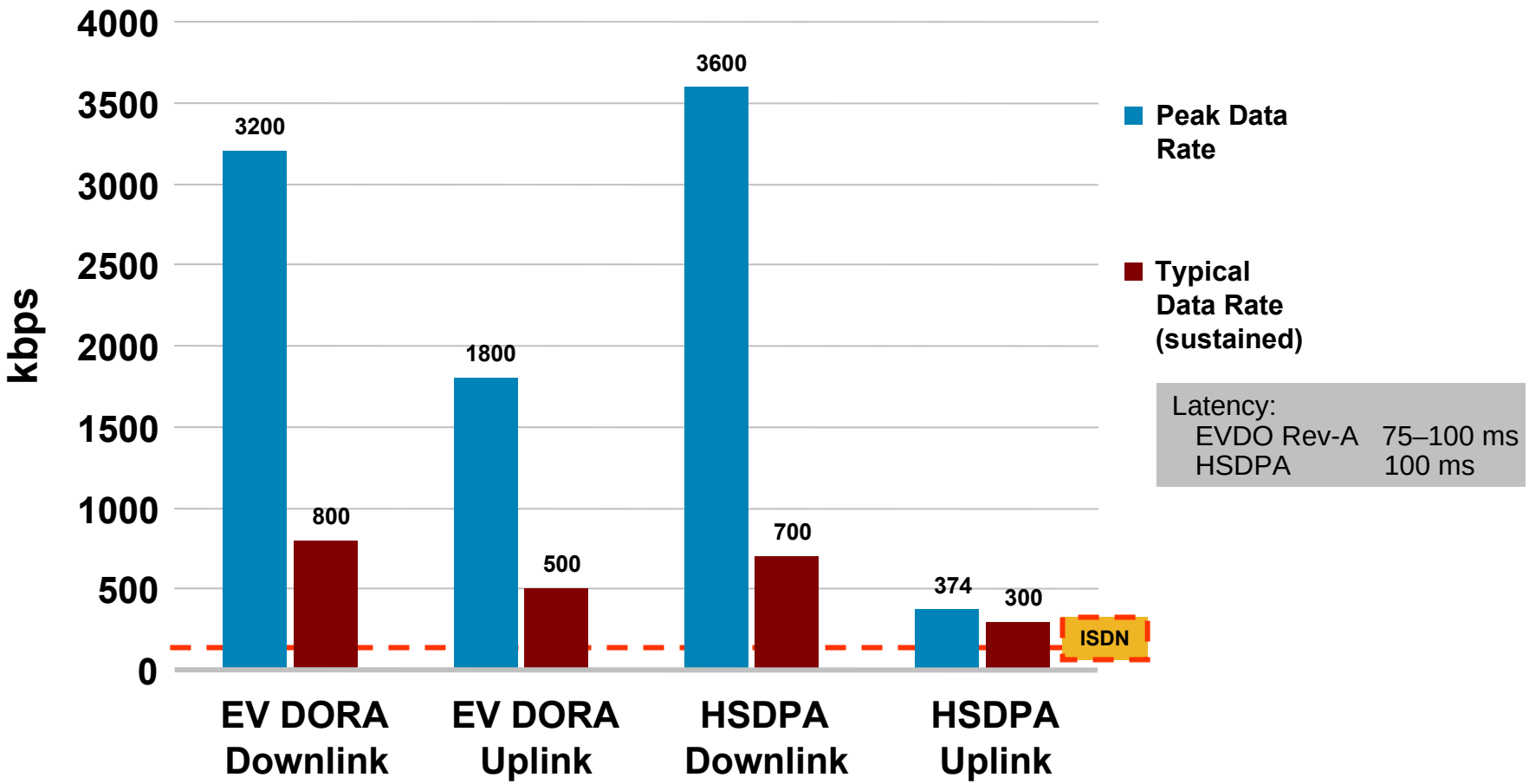
Performance for Services Currently Supported on 3G HWIC



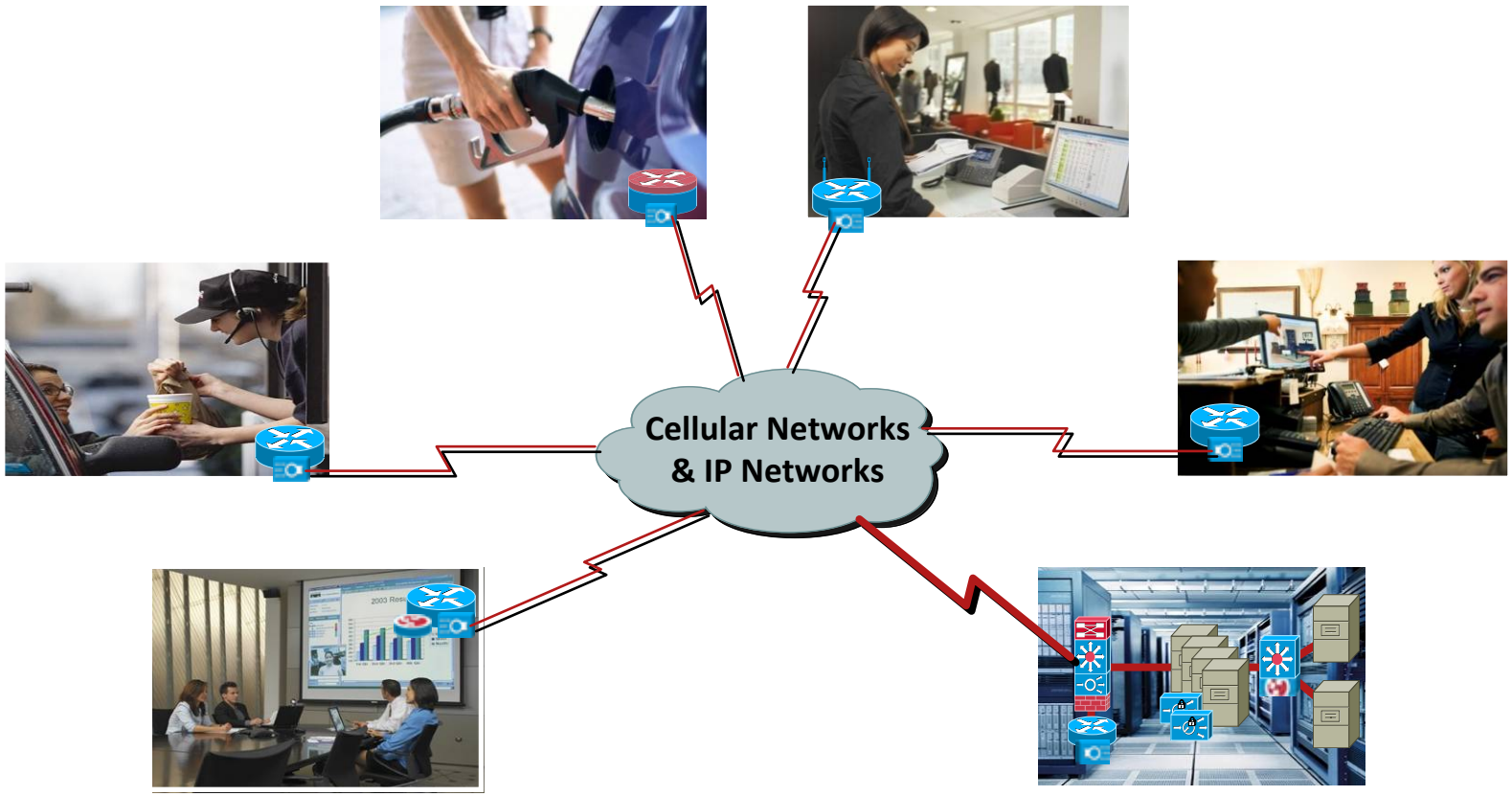
Note: Typical Data Rate based on Cisco Internal testing and field trials - Several factors can affect data rates, including coverage and congestion.

Network Capacity Expansion for Wireless WAN

Cisco Network Capacity Expansion (NCE)

Optimization for Wireless WAN Links

- Cisco Network Capacity Expansion (NCE) blade for ISRs is Cost-efficient solution to maximize value of existing Wireless/Cellular WAN bandwidth



Cisco Network Capacity Expansion (NCE)

Quick Return On Investment

Typical Designation	WAN Link Speed	Speed With NCE	Price Of Equivalent Bandwidth/Month[1]	Payback In Months
ISDN	64 kbps	**256 kbps**	100 USD	20
ISDN	128 kbps	**512 kbps**	150 USD	13
Business DSL	256 kbps	**1 Mbps**	400 USD	5
Business DSL	512 kbps	**2 Mbps**	600 USD	3
½ T1	768 kbps	**3 Mbps**	900 USD	2
½ E1	1 Mbps	**4 Mbps**	1200 USD	2
T1	1.5 Mbps	**6 Mbps**	1800 USD	1
E1	2 Mbps	**8 Mbps**	2400 USD	1
2 x T1	3 Mbps	**12 Mbps**	3600 USD	1
2 x E1	4 Mbps	**16 Mbps**	4800 USD	0.5

Cisco NCE TCP Throughput Gain[1]

Bandwidth vs. Latency

RTT[2] / Speed	64 kbps	128 kbps	256 kbps	512 kbps	768 kbps	1.0 Mbps	1.5 Mbps	2.0 Mbps	3.0 Mbps	4.0 Mbps
600 ms	3.0	3.0	3.4	4.7	7.0	9.0	13.6	18.5	26.9	36.0
500 ms	3.0	3.0	3.4	4.0	6.1	7.7	11.6	15.8	23.2	29.3
400 ms	3.0	3.0	3.0	3.2	4.8	6.2	9.3	12.5	18.3	23.5
300 ms	3.0	3.0	3.0	3.2	3.5	4.6	6.7	9.1	13.3	18.0
200 ms	3.0	3.0	3.0	3.1	3.0	3.2	4.6	6.3	9.2	12.3
100 ms	3.0	3.0	3.0	3.1	2.9	3.2	3.0	3.2	4.6	5.9
75 ms	3.0	3.0	3.0	3.2	3.0	3.2	3.0	3.1	3.4	4.6
50 ms	3.0	3.0	3.0	3.0	3.1	3.2	3.1	3.2	3.1	3.1
25 ms	3.0	3.0	3.0	3.0	3.1	3.2	3.1	3.2	3.1	3.1
1 ms	3.0	3.0	3.0	3.0	3.0	3.1	3.0	3.2	3.1	3.0

[1]Files: Standard Canterbury Corpus, www.data-compression.info/Corpora/CanterburyCorpus/, Packet Loss Rate (PLR) - 0.01%

[2]Round Trip Time (RTT) - time for a packet to go from sender to receiver and back

Cisco Network Capacity Expansion (NCE)

Key Business Benefits

Cost Reduction

- Eliminates the need to upgrade bandwidth
- Minimizes TCO by integrating into the ISR

Performance

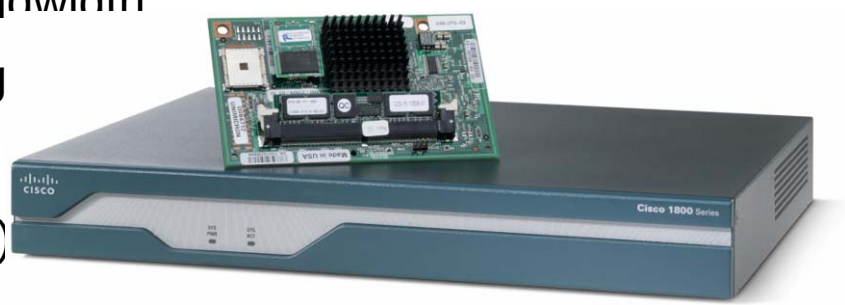
- Increases overall data throughput 3x-20x
- Improves response time on latent links

Efficiency

- Captures full value of existing bandwidth
- Simplifies deployment and manag

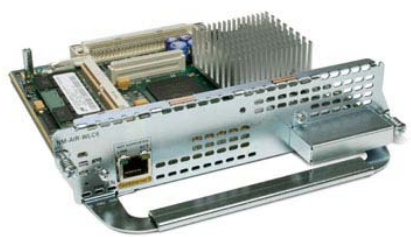
Supports Industry Standards

- Deflate Compression (RFC 1951)
- SCTP Protocol (RFC 2960)



Cisco NCE Service Module Offer

Modular ISRs (1841, 2800 & 3800 Series Routers)



- **AIM-TPO-1**
  - Up to 2 Mbps WAN connections
  - Supported on 1841, 28xx ISRs
  - List Price $1,995 USD
- **AIM-TPO-2**
  - Up to 4 Mbps WAN connections
  - Supported on 1841, 28xx, 38xx ISRs
  - List Price $2,995 USD
- **NME-TPO**
  - Up to 45 Mbps WAN connections
  - Supported on 3825, 3845 ISRs
  - List Price $7,495 USD

Symmetric Solution - Module required at both ends of transmission

Cisco Network Capacity Expansion (NCE)

Headend Aggregation

- Depends on size of deployment and bandwidth requirements
- In-path and out-of-path deployment options
  - Out-of-path interception through Policy Based Routing (PBR)

Outbound WAN Bandwidth[1]	Deployment Size (Remote Sites)	Head-end Aggregation
< 10 Mbps	< 10	2851 ISR + AIM-TPO-2
< 20 Mbps	< 10	3825 ISR + AIM-TPO-2
< 40 Mbps	< 20	3845 ISR + 2 AIM-TPO-2
< 40 Mbps	< 50	3845 ISR + NME-TPO
< 80 Mbps	< 100	3845 ISR + 2 NME-TPO
< 120 Mbps	< 150	3845 ISR + 3 NME-TPO
< 160 Mbps	< 200	3845 ISR + 4 NME-TPO

[1]Inbound WAN bandwidth (WAN to LAN) is unrestricted